

**Peripheral Pricing Study,
1986**

INPUT

Z-CV2
1986

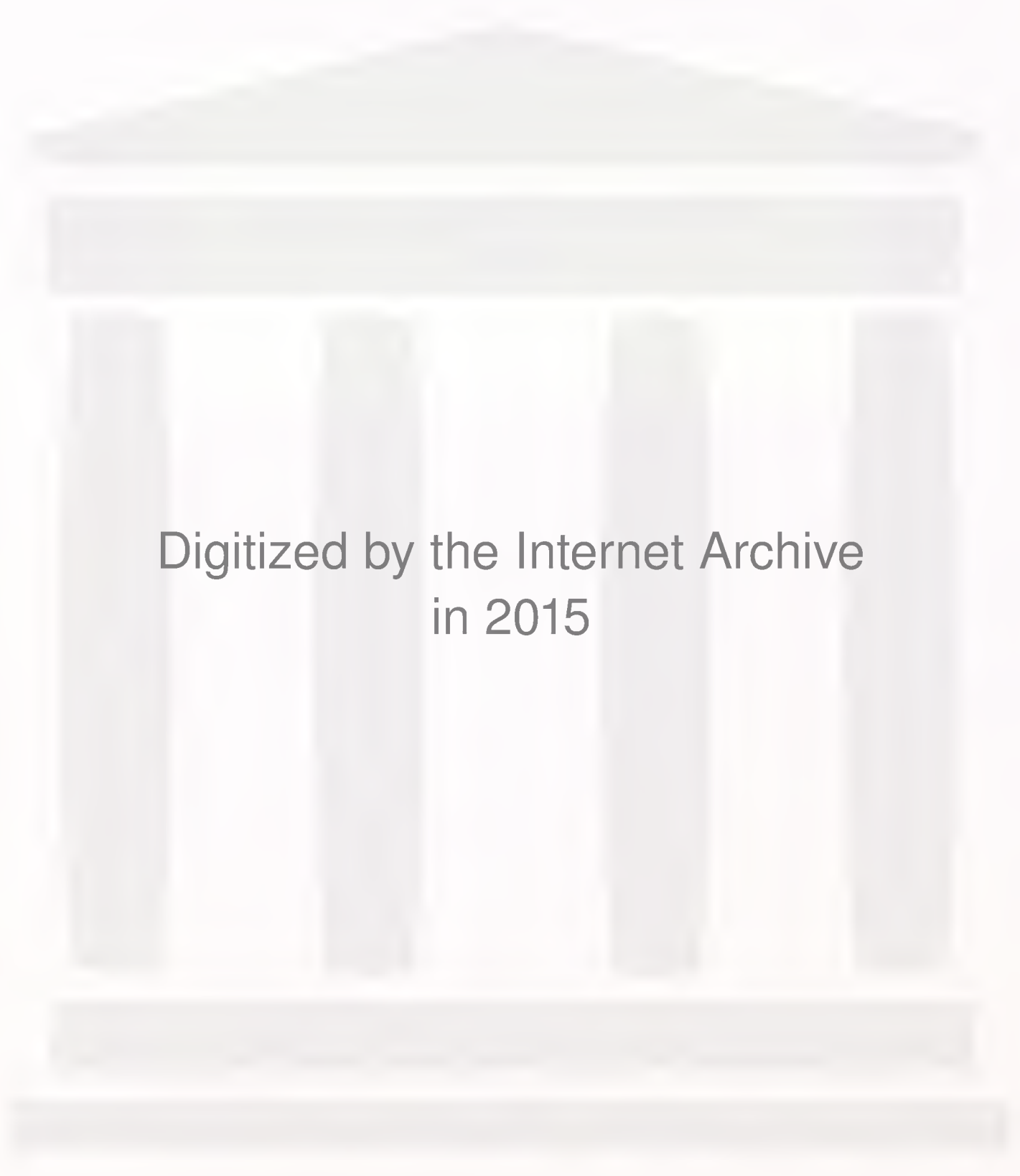




Peripheral Pricing Study, 1986

Prepared for COMPUTERVISION
September, 1986

INPUT



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INTRODUCTION

- This brief study of manufacturer volume prices for disks, disk drives and tape drives was commissioned on 9/22/86 by a telex from Phil Toth, Manager, Subcontracts of COMPUTERVISION (see Appendix A).
- The applicable purchase order is BN-257600, (see Appendix B).
- The research was executed during the week of 9/22/86 to 9/26/86 and the first results delivered by telex on 9/26/86, (see Appendix C).

INTERVIEWS

INPUT

Company: Thorn EMI Technology, Inc.
8601 Dunwoody Place
Atlanta, GA 30338

Contact: Walter Martin
Title: Sales Representative
Telephone: (404) 643-8988
(714) 587-0017

Contact date:
September 23, 1986

Data Obtained:

Prices for Thorn EMI 8900
formatted dual density 1/2"
tape drive.

Item	!	Quantity	!	Price/unit
8900 formatted	!	100	!	\$4900
dual density 1/2"	!		!	
tape drive	!	500	!	\$4365
	!	1000	!	\$4321
	!	1500	!	\$4229

Comment: In general, purchasing over a one year period is less
expensive per unit than purchasing over a two year period,
but this must be negotiated on a case-by-case basis.

Company: Micropolis
21123 Nordhoff Street
Chatsworth, CA 91311

Contact: Richard Robbins
Title: Sales Representative
Telephone: (818) 709-3300

Contact date:

September 25, 1986

Data Obtained:

Prices for Micropolis 1325
and 1375 disk drives

Item	!	Quantity	!	Price/unit
1325	!	500	!	\$995
1375	!	500	!	\$1940

Comment: Prices for other quantities must be negotiated on an individual basis.

Company: NEC
5 Militia Drive
Lexington, MA 02173

Contact: Charlie Smith
Title: Account Rep.
Telephone: (408) 433-1390

Contact date:
September 25, 1986

Data Obtained:

Prices for NEC D2352

Item	!	Quantity	!	Price
D2352	!	500	!	\$6136
	!	1000	!	\$5685

Comment: These prices are for any period of time 12-18 months.
Anything over 18 months must be negotiated.

Company: Control Data Corporation
 OEM Product Sales
 PO Box 0
 Minneapolis, MN 55440

Contact: Sonny Chan
 Arrow Electronics
 (OEM handling bulk
 sales for CDC)
 Title: Field Sales Engineer
 Telephone: 800-325-3329

Contact date:
 September 25, 1986

Data Obtained:
 Prices for CDC disk drives

Item	!	Quantity	!	Price
-----	!	-----	!	-----
Wren II, 85 MB	!	>100	!	\$1193.33
disk drive	!		!	
Wren III, 170 MB	!	>100	!	\$2145.33
disk drive	!		!	
w/ IEIC	!		!	
interface	!		!	
FSD 515 disk drive	!	>100	!	\$7185.33
-----	!	-----	!	-----

Comment: The period of time over which you buy has no effect on
 the price per unit. However, any price changes that
 occur over the purchase period apply to all items that
 have not been paid for.

Company: Archive
San Jose Corporate Center
1737 North First Street
San Jose, CA 95112

Contact: Timothy Caldwell
Title: District Sales Mgr.
Telephone: 408-995-6122

Contact date:

Data Obtained:

September 24, 1986

Prices on Archive 5945L-3 and
5945S-1 disk drives

Item	!	Quantity	!	Price
5945L-3	!	1000	!	\$575
5945S-1	!	1000	!	\$650

Comment: These prices are for any quantity 500-1500. Variations
in price due to purchasing over an extended period of
time must be negotiated.

APPENDICES

(603) 622.1260

BSL longer x 2 1/2

Phil Tsch (same number)
don't know extension

\$5800

MM
RCA SEP 22 0948+
INPUT MNTVATTN: GRAHAM KEMP, INPUT SERVICES-
SUBJECT: REQUEST FOR PROPOSALI WOULD LIKE TO SOLICIT YOUR PROPOSAL FOR THE PERFORMANCE OF A
COMPARATIVE PRICING SURVEY FOR THE PERIPHERAL DEVICES LISTED BELOW.PRIOR TO COMMENCING THIS ACTIVITY PLEASE PROVIDE ME WITH A FIXED
PRICE PROPOSAL CONSIDERING THE ACTIVITY MUST TAKE NO LONGER THAN ONE
WEEK TO COMPLETE.

THE QUOTING SHOULD BE AS FOLLOWS:

QUANTITY OF ONE YEAR - 500, 750, 1000, 1500
QUANTITY OF TWO YEARS - 500, 750, 1000, 1500

VENDOR	VENDOR PART NUMBER	DESCRIPTION
✓ ARCHIVE	5945L-3	1/4" TAPE DRIVE
	5945S-3	1/4" SCSI TAPE DRIVE
✓ CDC	WREN II	85 MB DRIVE
	WREN III	170 MB DISK
✓ ~~INTERCOM~~	8900 FORMATTED DUAL DENSITY	1/2" TAPE DRIVE
✓ ~~INTERCOM~~	1325	85 MB DISK
	1375	170 MB DISK
✓ CDC	FSD II	515 DISK DRIVE
✓ NEC	D2352	515 DISK DRIVE

REGARDS,
PHIL TCH
MANAGER, SUBCONTRACTS
COMPUTERVISION CORP.+
INPUT MNTV
.....R
CZ
ZCUP
1000/1000



ComputerVision Corporation

15 Crosby Drive
Bedford, Massachusetts 01730
617/275-1800

No. BN-257600

THIS PURCHASE ORDER NUMBER MUST
APPEAR ON ALL PACKAGES, CORRES-
PONDENCE AND SHIPPING DOCUMENTS.

ISSUED TO: INPUT
1943 LANDINGS DRIVE
MOUNTAIN VIEW, CA 94043

PHONE:
VENDOR NO.

BUYER 43 PURCHASE DATE 9/30/86
ACCOUNT NO 104-0834-215
CV STOCK NO

SHIP TO ☒ 2 CROSBY DRIVE, BEDFORD, MA 01730	☐	PAGE 1
BILL TO ☒ 2 CROSBY DRIVE, BEDFORD MA 01730	ATTN: ACCOUNTS PAYABLE DEPT.	OF 1
SHIP VIA	FOB. N/A	TERMS NT 30
CONFIRMING FROM P. TOTH	TO G. KEMP	REQUIRED DELIVERY SEE BELOW
ROUTE TO ☐ INSP/STK ☒ P TOTH	LOCATION ☒ 6-1	MASSACHUSETTS EXEMPTION NUMBER 042-566-004
PROJECT NO.	IA	REQUISITION DATE 55-639145

QUANTITY	DESCRIPTION / PART NO	REV	UNIT PRICE	TOTAL PRICE
	THIS PURCHASE ORDER IS ISSUED FOR THE PERFORMANCE OF SERVICE REFERENCED IN MY FAX DATED 22 SEPT. 1986 AT A FIRM FIXED PRICE OF \$5,000.00 SUBJECT TO ACCEPTANCE BY PHIL TOTH. PRICE ALSO INCLUDES PERFORMANCE OF AN INVESTIGATION OF VALUE ADDED COSTS FROM THREE MANUFACTURERS FOR R. FORGET. INPUT FEDERAL I.D. 94-2385674 PARTIAL PAYMENT OF \$1,500.00 IS HEREBY AUTHORIZED.			\$5,000.00

PG 10/3/86

TOTAL VALUE THIS ORDER \$5,000.00

THIS ORDER IS SUBJECT TO ALL TERMS AND CONDITIONS SET ON THE FACE AND REVERSE OF THIS ORDER
AND ACCEPTANCE OF THIS ORDER CONSTITUTES ACCEPTANCE OF ALL SAID TERMS AND CONDITIONS.

COMPUTERVISION CORPORATION IS AN EQUAL OPPORTUNITY AFFIRMATIVE ACTION EMPLOYER.

COMPUTERVISION CORPORATION

P. TOTH

AUTHORIZED SIGNATURE

APPENDIX A

CVCPS EFRD

INPUT MNTV
9/26/86

TO: PHIL TOTH/COMPUTERVISION
FM: PHIL SANDERS/INPUT

PRICE QUOTES ON DISKS, DISK DRIVES, AND TAPE DRIVES FOR
THORN EMI TECHNOLOGY

8900 FORMATTED DUAL DENSITY ONE-HALF INCH TAPE DRIVE

QUANTITY	UNIT PRICE	COMMENT
100	\$4900	IN GENERAL PURCHASING OVER A
500	\$4365	ONE YEAR PERIOD IS LESS EX-
~~QPPD~~	~~FFFFQ~~	~~PENSIVE PER U~~
1000	\$4321	PENSIVE PER UNIT THAN PUR-
1500	\$4229	CHASING OVER TWOYEARS, BUT
		THIS MUST BE NEGOTIATED ON A
		CASE-BY-CASE BASIS.

MICROPOLIS

ITEM	QUANTITY	UNIT PRICE
1325	500	\$ 995
1385	1385 ITEM NUMBER IS AN ERROR - SHOULD READ:	
1375	500	\$1940

COMMENT: PRICES FOR OTHER QUANTITIES MUST BE NEGOTIATED ON AN INDIVIDUAL BASIS.

CDC

ITEM	UNIT PRICE
WRFN II 85 MB DRIVE	\$1193.33
WRFN III 170 MB W/IEIC INTERFACE	\$2145.33
FSD 515 DISK DRIVE	\$7185.33

COMMENT: PRICES GIVEN ARE GENERAL BULK PRICES FOR ANY QUANTITY OVER 100.

THE PERIOD OF TIME OVER WHICH YOU BUY MAKES NO DIFFERENCE. IT IS BENEFICIAL FOR BUYER TO BUY OVER A SHORT PERIOD OF TIME BECAUSE ANY INTERIM PRICE INCREASES PASS ON TO BUYER. CDC DOES HAVE A 90 DAY PRICE GUARANTEE, BUT OVER ANY PERIOD LONGER THAN 90 DAYS PRICES ARE SUBJECT TO CHANGE.

ARCHIVE

ITEM	UNIT PRICE
5945L-3	\$575
5945S-1	\$650

COMMENT: THESE PRICES ARE FOR ANY QUANTITY 500-1500. VARIATIONS IN PRICE DUE TO PURCHASING OVER AN EXTENDED PERIOD OF TIME MUST BE NEGOTIATED.

NEC

ITEM	QUANTITY	UNIT PRICE
D2352	500	\$6136
	1000	\$5685

THESE PRICES ARE FOR ANY PERIOD OF TIME 12-18 MONTHS. ANYTHING
OVER 18 MONTHS MUST BE NEGOTIATED

REGARDS,
PHIL SANDERS, RESEARCH ASSISTANT

INPUT ENTIV

+

CVCP5 EFRD

